

## Message Text

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ACTION AF-18

INFO OCT-01 ADP-00 EB-11 COME-00 CU-04 USIA-15 CIAE-00

INR-10 NSAE-00 RSC-01 AID-20 RSR-01 /081 W

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R 221041Z AUG 73

FM AMEMBASSY PRETORIA

TO SECSTATE WASHDC 8499

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E.O. 11652: N/A

TAGS: BBAR, SCUL, SF

SUBJ: UNIVERSITY OF SOUTH AFRICA INTEREST IN PORTABLE

TELEPHONE CONFERENCE SET

1. PROFESSOR GEORGE MARAIS AND MR. L. STANDER OF SCHOOL OF BUSINESS LEADERSHIP, UNIVERSITY OF SOUTH AFRICA, APPROACHED EMBASSY FOR ASSISTANCE IN PLACING ORDER FOR TWO PORTABLE CONFERENCE SETS (50A). MARAIS OBSERVED THESE IN USE IN THE U.S. AND WISHES TO USE THEM FOR A TELEPHONE LECTURE TECHNIQUE TO REACH THE UNISA BUSINESS SCHOOL STUDENTS AT DIFFERENT LOCATIONS IN SOUTH AFRICA. AS DEPARTMENT AWARE UNISA IS LARGE INSTITUTION WITH MULTI-RACIAL STUDENT BODY OFFERING DEGREES THROUGH CORRESPONDENCE INSTRUCTION. MARAIS IS ENERGETIC AND INNOVATIVE HEAD OF BUSINESS SCHOOL.

2. WESTERN ELECTRIC, NEWARK, N.J., IS THE MANUFACTURER AND SUPPLY UNIT OF THE BELL SYSTEM FOR THESE SETS AND ADVISED MARAIS THAT BECAUSE ITS PRIMARY OBLIGATION WAS TO SERVE NEEDS OF BELL SYSTEM AND THE USG ITS GENERAL POLICY IS NOT TO SELL FOR EXPORT EXCEPT TO PROVIDE MAINTENANCE AND REPAIR PARTS FOR WE PRODUCTS PREVIOUSLY FURNISHED. IN FACT LETTER TO MARAIS STATED FOREIGN BUSINESS IS NOT SOLICITED BUT IS DISCOURAGED SINCE IT WOULD INTERFERE WITH THE COMPANY'S PRIMARY OBLIGATIONS.

3. MARAIS APPROACHED MANAGING DIRECTOR (LOVEDAY) OF STANDARD TELEPHONE AND CABLES (SA) LTD., THE SOUTH AFRICAN SUBSIDIARY

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OF ITT FOR ASSISTANCE. LOVEDAY HAS INDICATED HE IS PREPARED

SEEK PURCHASE OF SETS THROUGH HIS PARENT COMPANY AND IMPORT THEM FOR UNISA. UNISA ALSO CONFIRMS THAT IT HAS MADE ARRANGEMENTS WITH SA POSTS AND TELEGRAPHS TO ACCOMMODATE USE OF THE SETS AND TO PROVIDE MAINTENANCE.

4. STC HAS ASKED THAT THE EMBASSY CONFIRM THE BONA FIDES OF THE TRANSACTION AND THE WORTHWILE NATURE OF THE UNISA PROJECT IN THE EVENT THE PROPOSAL NEEDS TO BE SUPPORTED. THE PROPOSED IMPORT IS OF NO SIGNIFICANT COMMERCIAL VALUE AND STC'S ROLE WOULD BE SIMPLY TO FACILITATE A COMMENDABLE CAUSE. AS SUGGESTED FROM THE FOREGOING, THE USE OF SUCH LECTURE FACILITY WOULD DOUBLESS IMPROVE THE SERVICE OF UNISA TO ITS FAR-FLUNG STUDENT BODY, WHICH INCLUDES REPRESENTATIVES OF ALL RACES. MARAIS IS WELL AND FAVORABLY KNOWN TO THE EMBASSY. ANY SUPPORT THAT COULD BE GIVEN TO THE PROCUREMENT WOULD BE APPRECIATED.  
SMITH

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## Message Attributes

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**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Disposition Approved on Date:**  
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**TAGS:** BBAK, SCUL, SF  
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